

**PM-USA WEEKLY VOLUME PERFORMANCE  
(MILLIONS)**

|                                  | <u>1/6/95</u>     | <u>1/13/95</u>    | <u>1995 YTD</u>   |
|----------------------------------|-------------------|-------------------|-------------------|
| <b>WEEKLY SALES</b>              | <b>3,612</b>      | <b>3,184</b>      | <b>6,796</b>      |
| <b>LIFO PAYBACK</b>              | <b>310</b>        | <b>239</b>        | <b>549</b>        |
| <b>ADJUSTED MCLANE PURCHASES</b> | <b>(180)</b>      | <b>455</b>        | <b>275</b>        |
| <b>OTHER*</b>                    | <u><b>405</b></u> | <u><b>254</b></u> | <u><b>659</b></u> |
|                                  | <b>4,147</b>      | <b>4,132</b>      | <b>8,279</b>      |

**\* OTHER INCLUDES PROMOTIONAL SHIPMENTS/PAYBACK, AND  
WHOLESALE INVENTORY REDUCTIONS.**

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